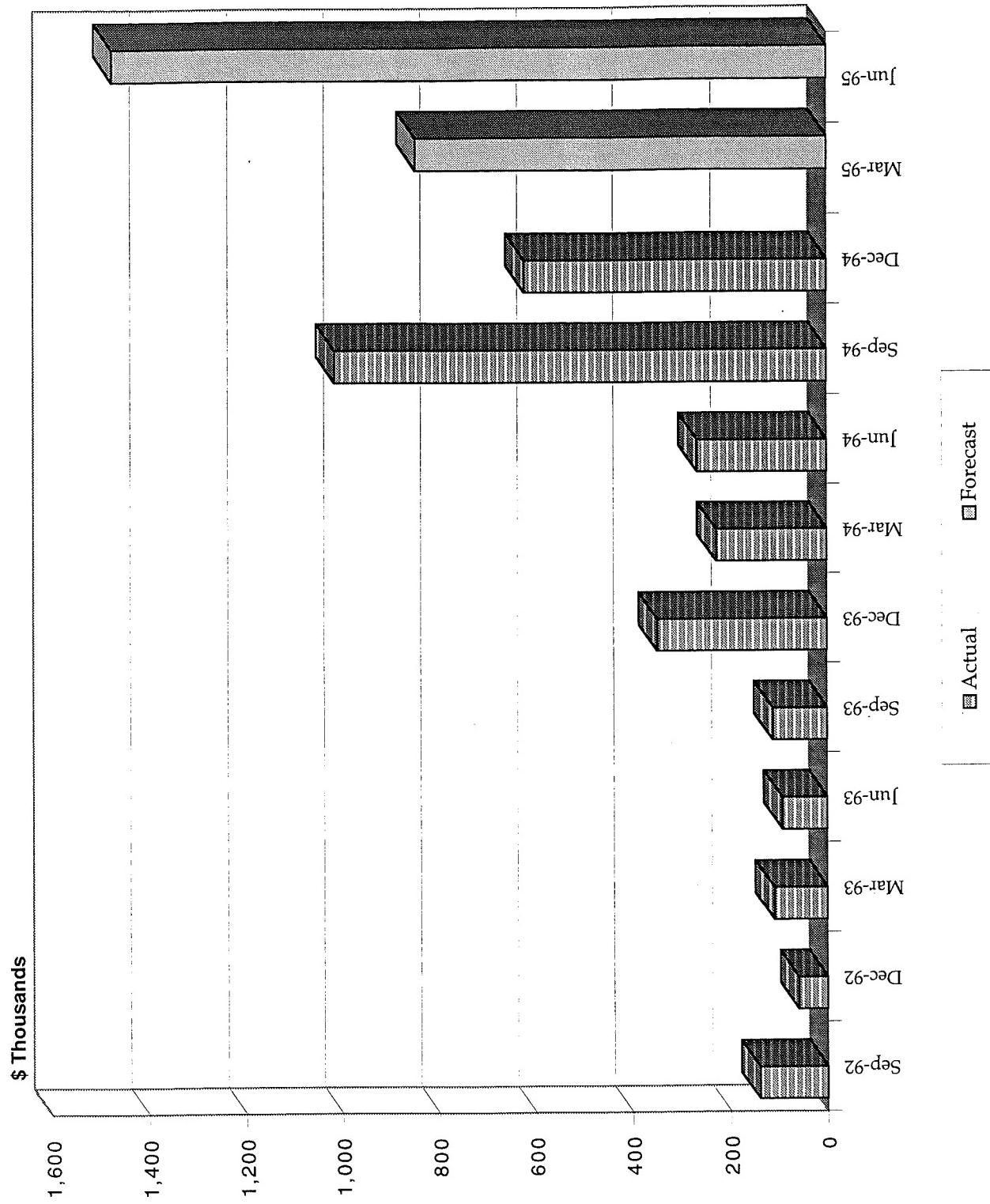
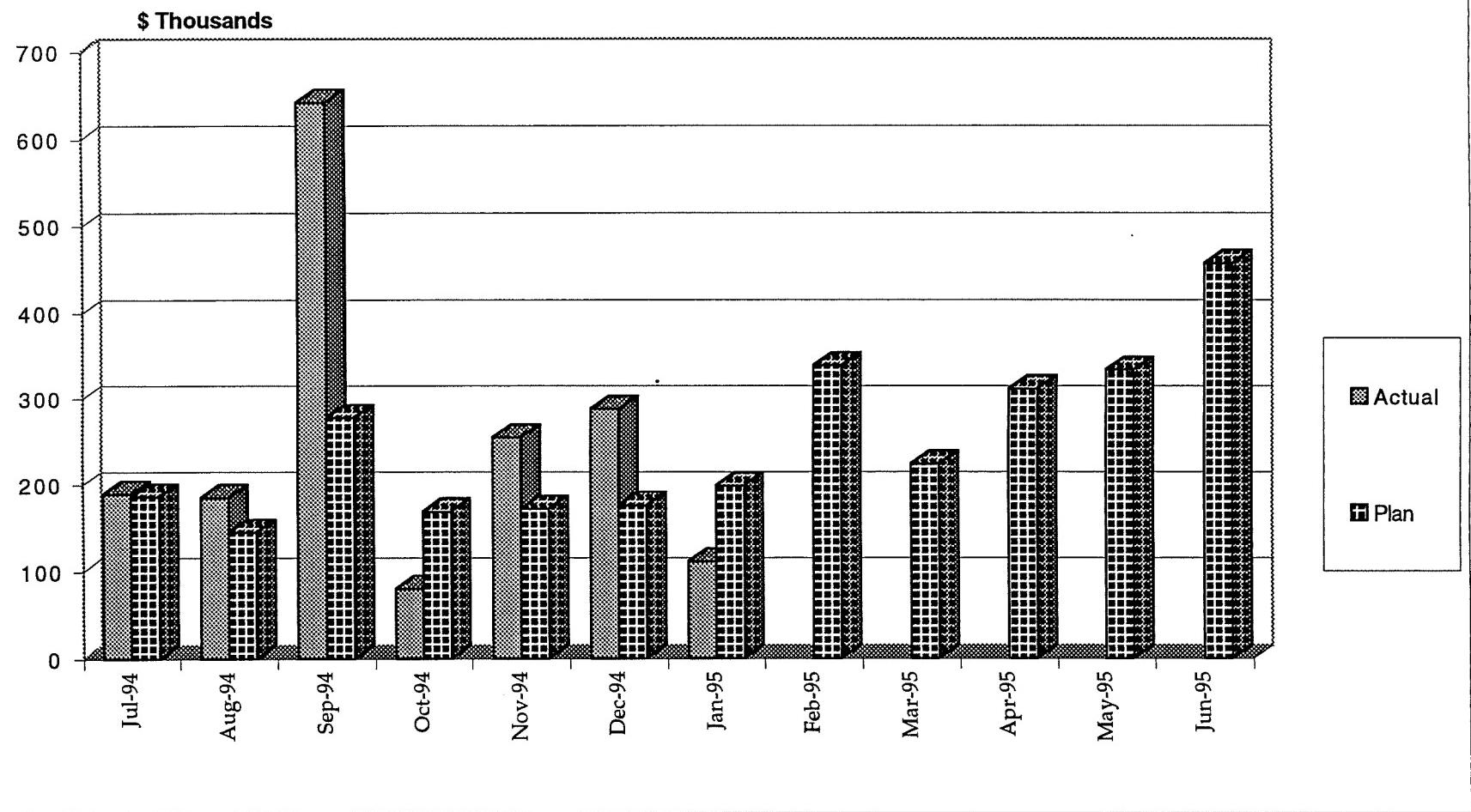


WAIS, Inc.

Revenues by Quarter

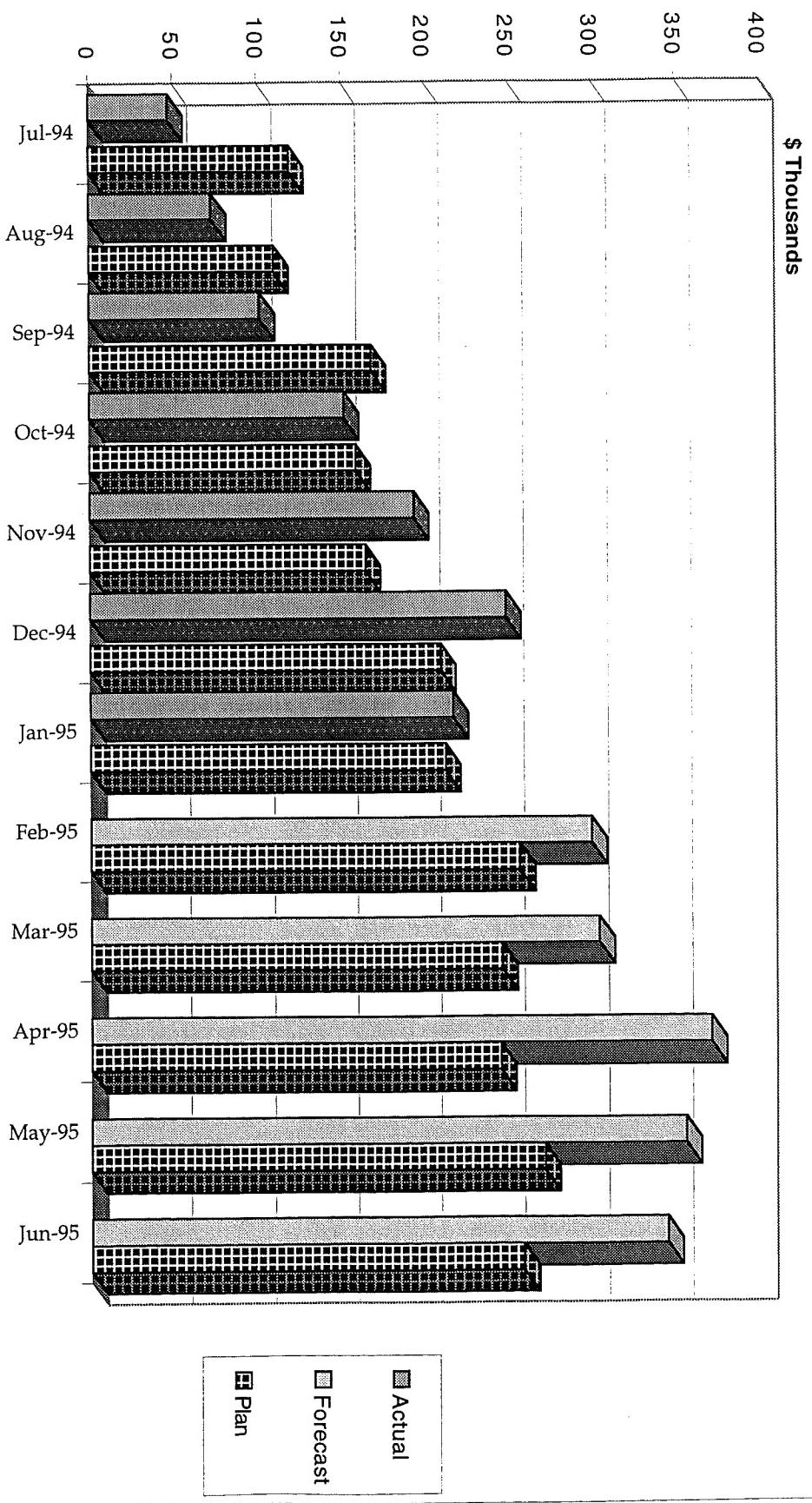


Revenues by Month



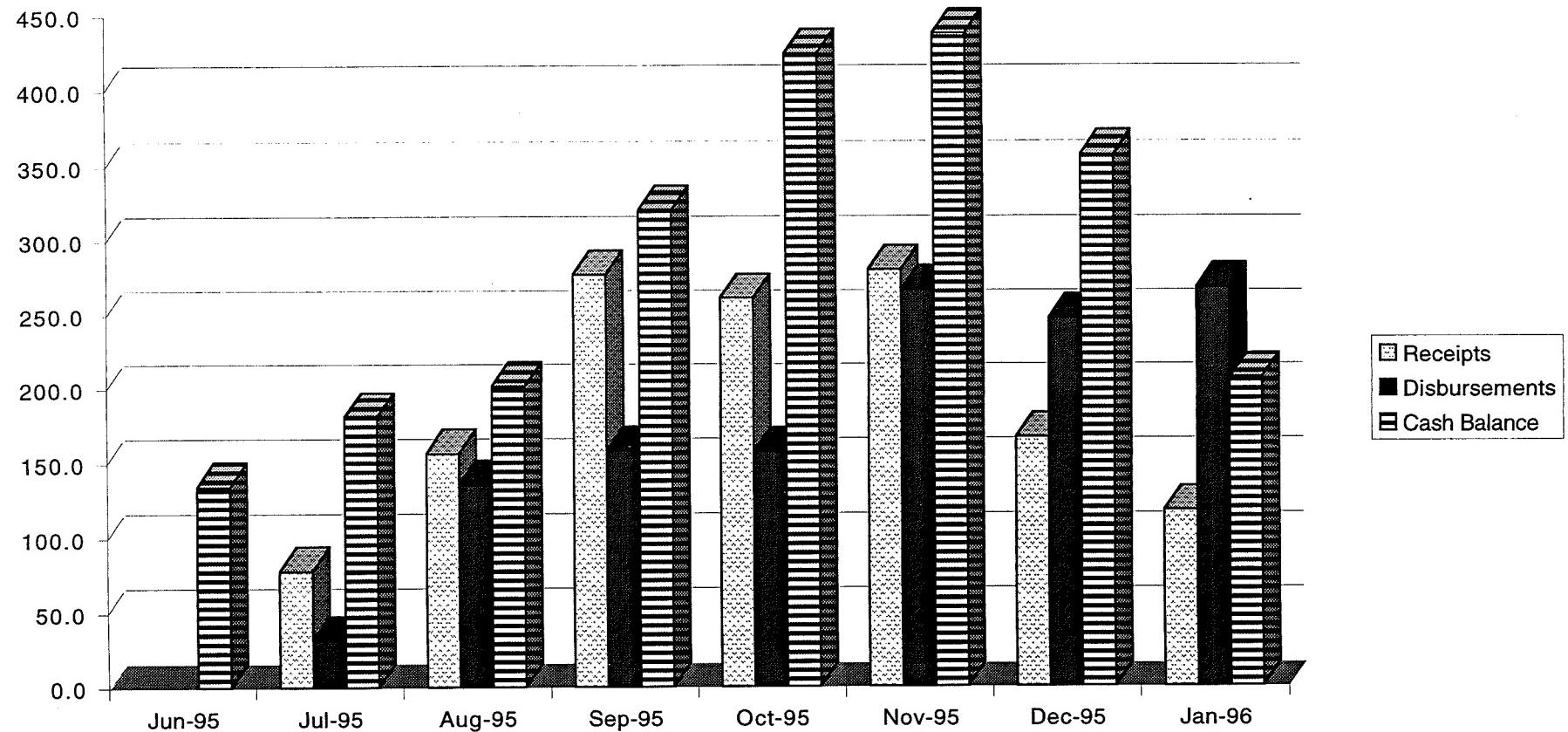
| | Jul-94 | Aug-94 | Sep-94 | Oct-94 | Nov-94 | Dec-94 | Jan-95 | Feb-95 | Mar-95 | Apr-95 | May-95 | Jun-95 |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Actual | 189 | 185 | 642 | 80 | 255 | 288 | 111 | | | | | |
| Plan | 186 | 145 | 278 | 169 | 172 | 176 | 199 | 339 | 224 | 312 | 334 | 457 |

Departmental Expenses by Month



Cash Receipts and Payments

\$ Thousands



| | Jun-95 | Jul-95 | Aug-95 | Sep-95 | Oct-95 | Nov-95 | Dec-95 | Jan-96 |
|---------------|--------|--------|--------|--------|--------|--------|--------|--------|
| Receipts | | 78.0 | 156.4 | 277.1 | 261.1 | 280.1 | 166.9 | 118.0 |
| Disbursements | | 31.5 | 135.8 | 158.1 | 157.3 | 266.7 | 247.3 | 268.2 |
| Cash Balance | 134.4 | 180.9 | 201.5 | 320.5 | 424.3 | 437.7 | 357.3 | 207.1 |

WAIS, Inc.
Aging of Trade Accounts Receivable
February 10, 1995

| | <u>Total</u> | <u>0 to 30 Days</u> | <u>31 to 60 Days</u> | <u>61 to 90 Days</u> | <u>Over 90 Days</u> |
|--------------------------------|--------------------------|-------------------------|--------------------------|-------------------------|-------------------------|
| CMP Publications | 7,787.50 | 4,100.00 | 3,687.50 | | |
| Conquest | 10,000.00 | | 5,000.00 | | 5,000.00 |
| Datavault | 50,000.00 | | | 50,000.00 ✓ | |
| Govt Printing Office | 5,000.00 | | 5,000.00 | | |
| House Information Systems | 5,000.00 | 5,000.00 | | | |
| Informs | 13,500.00 | 13,500.00 | | | |
| Intel | 1,000.00 | 1,000.00 | | | |
| Lawrence Livermore | 5,000.00 | | 5,000.00 | | |
| Nat'l Archives at College Park | 25,000.00 | 10,000.00 | | | 15,000.00 |
| NASA SBIR I | 22,785.00 | 22,785.00 | | | |
| NCMS | 10,000.00 | | | 10,000.00 | |
| NPD | 12,500.00 | 12,500.00 | | | |
| RJO Enterprises/DTIC | 95,599.57 | 1,248.80 | 80,000.00 ✓ | | 14,350.77 |
| Scholastic | 6,000.00 | 3,000.00 | 3,000.00 | | |
| Summary Corp. | 7,500.00 | | 7,500.00 | | |
| The World Bank | 22,500.00 | | 22,500.00 | | |
| Universite Laval | 12,750.00 | | 12,750.00 | | |
| University of Illinois | 15,000.00 | | 15,000.00 | | |
| US Dept of Commerce | 10,000.00 | | 10,000.00 | | |
| USGS | 5,000.00 | | 5,000.00 | | |
| | | | | | |
| Totals | <u>341,922.07</u> | <u>73,133.80</u> | <u>174,437.50</u> | <u>60,000.00</u> | <u>34,350.77</u> |
| | | | | | |
| Percentage | <u>100%</u> | <u>21%</u> | <u>51%</u> | <u>18%</u> | <u>10%</u> |

Wais, Inc.
Summary of Cash Flows
Month of January 1995

| | <u>Jan-95</u> |
|---------------------------------|------------------|
| Net operating Income (loss) | (121,723) |
| Depreciation & amortization | <u>6,075</u> |
| Cash flow from operations | (115,648) |
| Cash interest, net | 555 |
| Subtotal | <u>(115,093)</u> |
| Changes in working capital: | |
| Accounts Receivable | 4,452 |
| Deposits & prepaids | <u>(26,006)</u> |
| Accounts Payable | <u>14,921</u> |
| Cash used by working capital | (6,633) |
| Deferred revenue | 7,100 |
| Purchases of fixed assets | <u>(35,589)</u> |
| Increase (Decrease) In Cash | (150,215) |
| Beginning Cash | <u>357,328</u> |
| Ending Cash | <u>207,113</u> |